

Researched and prepared by

Kim Hartzell

Subject Property

136 W Washington Ave

Myerstown, PA

Prepared exclusively for

Theresa Oliver

17067-1033



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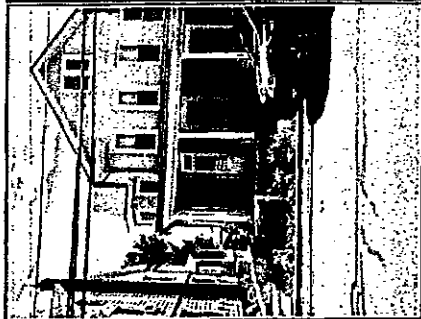
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Monday, June 3, 2019

CMA Price Adjustments

This page outlines the subject property versus comparables properties.

**Subject Property**

136 W Washington Ave
 MLS# 15-2370102-383182-0000
 Status Public Record Comparable
 Prop Type RES
 City Myerstown
 Sch District Eastern Lebanon Co
 Subdiv/Neigh None
 Ownership Fee Simple
 Style Traditional
 Structure Type Single Bldg
 Year Built 1911
 Taxes/Tax Yr \$2,289.00
 Assessed Val \$108,700
 List Date 5/12/2015
 Closed Date 5/29/2015
 DOM/CDOM 2/2
 List Price \$90,000
 Closed Price \$90,000
 Concessions 5400
 Abv Grd FinSF 1494
 Blw Grd FinSF 0
 \$/SqFt \$60.00
 Acres 0.12
 Beds 3
 Baths 1 / 1
 Bsmnt Type Full
 Garage Spcs 2
 Parking on street and off street
 Fireplaces 0
 Cooling Wall Unit, Window Unit(s)
 Heating Other
 Water Public
 Sewer Public
 Waterfront N
 Pool N

Details

13 S Cherry St
 PALN107028
 Active
 Residential
 Myerstown
 Eastern Lebanon County
 Myerstown Borough
 Fee Simple
 Traditional
 Twin/Semi-Detached
 1920
 \$2,091 / 2018
 \$99,300
 05/20/2019
 15/15
 \$78,000
 \$0
 \$0
 1,556
 0
 \$50.13
 0.090
 4
 1
 Full, Unfinished
 0.00
 Gravel Driveway
 0
 Ceiling Fan(s), Window Unit(s)
 Other
 Public
 Public Sewer
 No
 No Pool

Adjust

-1,000
 0/500

Details

312 W Main Ave
 PALN106992
 Active
 Residential
 Myerstown
 Eastern Lebanon County
 Jackson Township
 Fee Simple
 Traditional
 Twin/Semi-Detached
 1910
 \$2,312 / 2018
 \$109,800
 05/14/2019
 21/21
 \$114,200
 \$0
 \$0
 1,464
 0
 \$78.01
 0.140
 3
 1 / 1
 Full
 2.00
 0
 Ceiling Fan(s), Window Unit(s)
 Hot Water
 Public
 Public Septic
 No
 No Pool

Adjust

Price
 Total Adjustments
 Adjusted Price

\$78,000
 \$-500
 \$77,500

\$114,200
 \$0
 \$114,200

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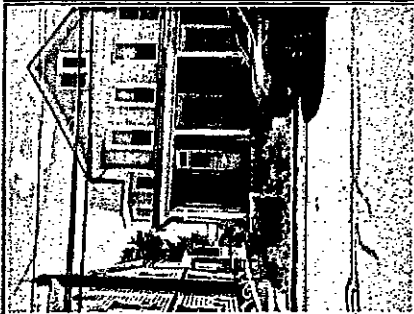
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CMA Price Adjustments

Monday, June 3, 2019

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<u>Subject Property</u>	<u>Details</u>	<u>Adjust</u>
136 W Washington Ave	29 E Main Ave	
MLS# 15-2370102-383182-0000	PALN106404	
Status Public Record Comparable	Closed	
Prop Type RES	Residential	
City Myerstown	Myerstown	
Sch District Eastern Lebanon Co	Eastern Lebanon County	
Subdiv/Neigh None	None Available	
Ownership Fee Simple	Fee Simple	
Style Traditional	Traditional	
Structure Type SingleBldg	Twin/Semi-Detached	
Year Built 1911	1900	
Taxes/Tax Yr \$2,289.00	\$2,107 / 2018	
Assessed Val \$108,700	\$98,700	
List Date 5/12/2015	03/01/2019	
Closed Date 5/29/2015	04/12/2019	
DOM/CDOM 2/2	0/0	
List Price \$90,000	\$132,000	
Closed Price \$90,000	\$132,000	
Concessions 5400	\$2,000	-2,000
Abv Grd FinSF 1494	1,551	
Blw Grd FinSF 0	0	
\$/SqFt \$60.00	\$85.11	
Acres 0.12	0.100	
Beds 3	3	
Baths 1 / 1	1 / 1	
Bsmnt Type Full	Full, Unfinished	
Garage Spcs 2	1.00	
Parking on street and off street		
Fireplaces 0	0	
Cooling Wall Unit, Window Unit(s)	Window Unit(s)	
Heating Other	Hot Water, Other, Radiant	
Water Public	Public	
Sewer Public	Private Sewer	
Waterfront N	No	
Pool N	No Pool	

Price	\$132,000
Total Adjustments	\$-2,000
Adjusted Price	\$130,000

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Summary of Comparable Properties

This page summarizes the comparable properties contained in this market analysis.

Active Properties

Address	List Price	Closed Price	Conc Amt	Full Beds	Full Baths	Half Baths	List Abv Grd Fin SqFt	Pub Recd Bldg SqFt	\$/SqFt	List Date
136 W Washington Ave				3	1	1	1,494	1,494	\$60.00	
13 S Cherry St	\$78,000			4	1		1,556	1,344	\$50.13	05/20/2019
312 W Main Ave	\$114,200			3	1	1	1,464	1,464	\$78.01	05/14/2019
Averages:	\$96,100			4	1	1	1,510	1,404	\$64.07	

Closed Properties

Address	List Price	Closed Price	Conc Amt	Full Beds	Full Baths	Half Baths	List Abv Grd Fin SqFt	Pub Recd Bldg SqFt	\$/SqFt	Closed Date
136 W Washington Ave				3	1	1	1,494	1,494	\$60.00	
29 E Main Ave	\$132,000	\$132,000	\$2,000	3	1	1	1,551	1,551	\$85.11	04/12/2019
Averages:	\$132,000	\$132,000	\$2,000	3	1	1	1,551	1,551	\$85.11	

Median of Comparable Listings:	\$114,200
Average of Comparable Listings:	\$108,067

	Low	Median	Average	High	Count
Comparable Price	\$78,000	\$114,200	\$108,067	\$132,000	3
Adjusted Comparable Price	\$77,500	\$114,200	\$107,233	\$130,000	3
DOM	0	15	12	21	3



Comparables Overview

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This page summarizes key fields of the listings in this analysis.

The listings in this analysis can be summarized as follows:

Listing Price between \$78,000 and \$132,000

3 to 4 Bedrooms

1 Full Bathroom

1 Half Bathroom

1,464 to 1,556 Square Feet

\$50.13 to \$85.11 per Square Foot

\$85.11 per Sold Square Foot

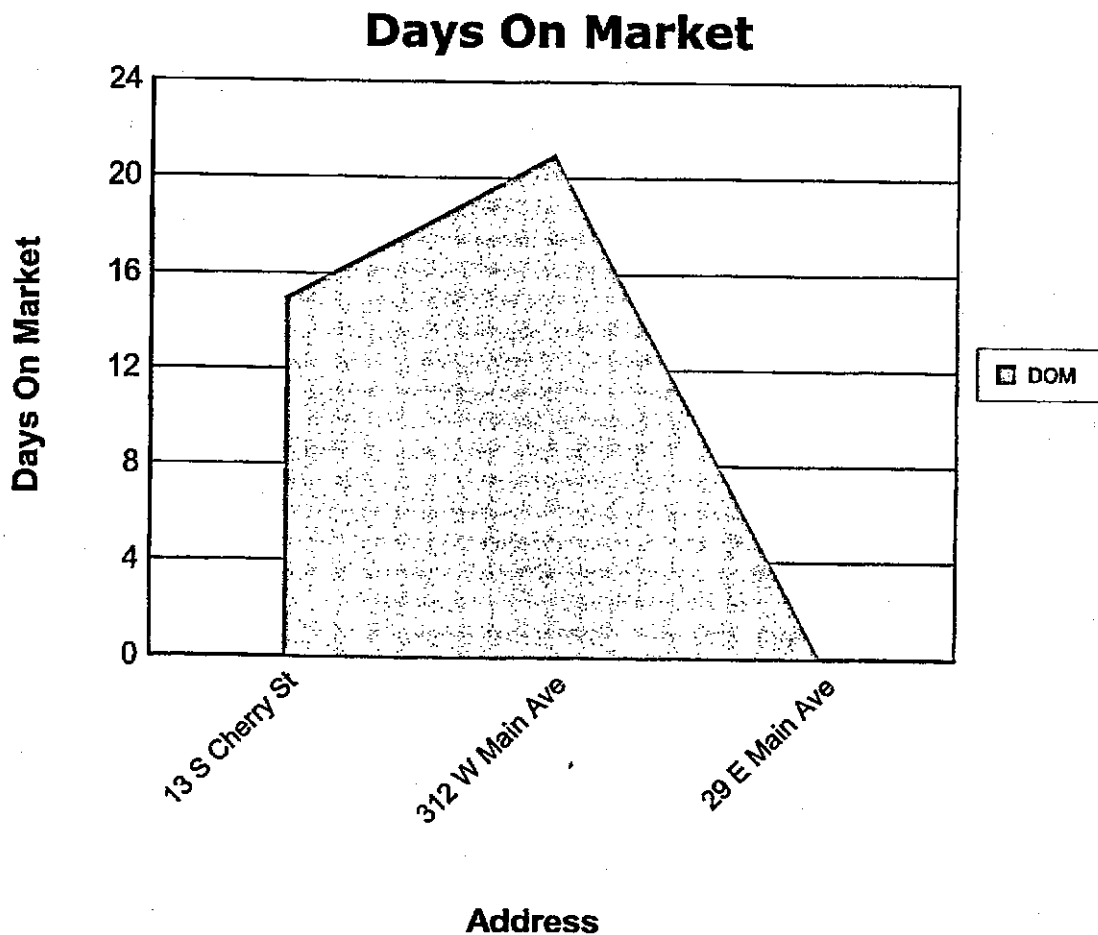




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Number of Days On Market

This graph illustrates the number of days on market for the listings in this analysis.

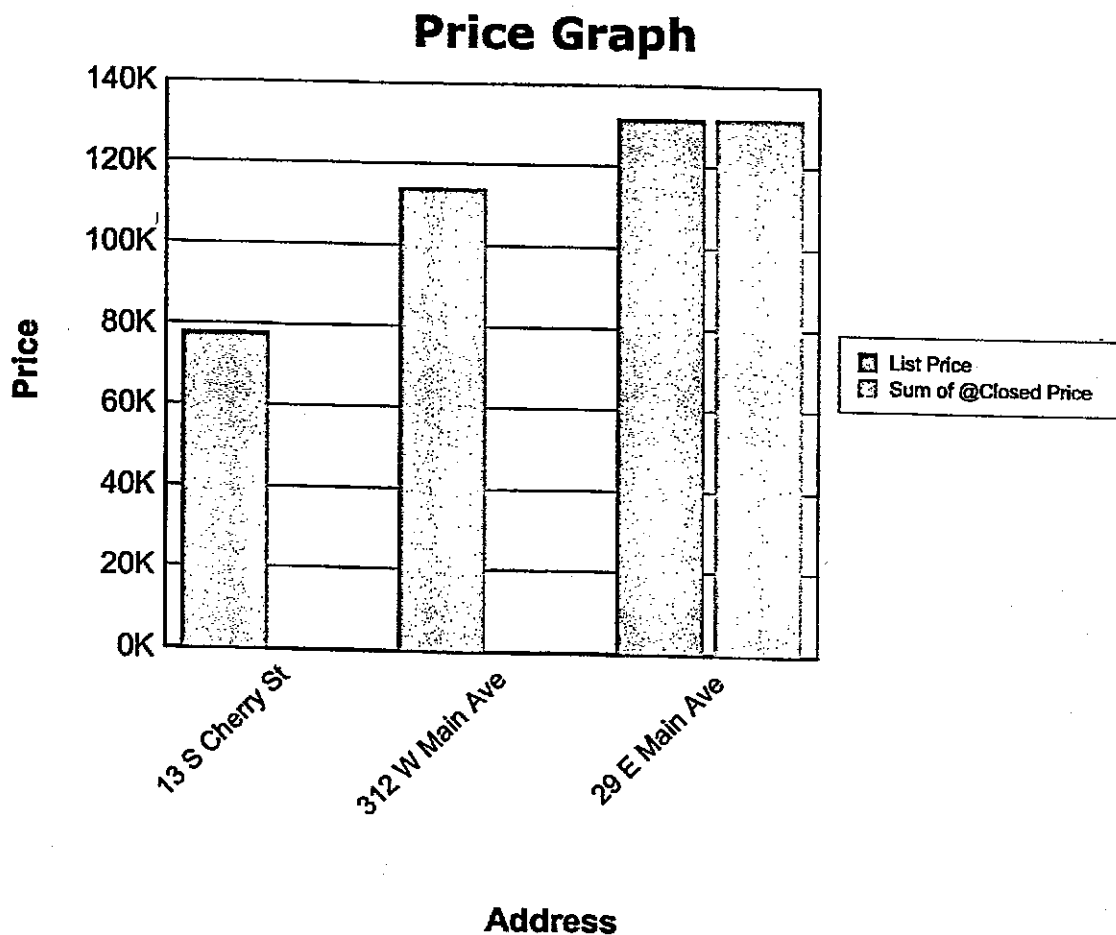




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List Price and Closed Price

This graph illustrates the list price, along with closed price in Closed listings.





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Pricing Recommendation

General Facts About Pricing...

There are certain factors that are within our control and some factors beyond our control when it comes to setting the price. Those factors within our control are: the appearance of the property, how aggressively we market the property and the price. Factors outside our control are: location of property, size and local amenities. It's important to accept those factors that are beyond our control and focus on the pricing and preparation.

A property priced at market value will attract more buyers than a home priced above market value. Consider that a competitively priced property will also attract a greater number of potential buyers and increase your opportunity for a quick sale.

Market Statistics...

Closed Price Statistics

Average Price: \$107,200
High Price: \$130,000
Median Price: \$114,200
Low Price: \$77,500

Closed Price Per Sq. Ft. Statistics

Average Price/Sq Ft: \$71
High Price/Sq Ft: \$84
Median Price/Sq Ft: \$78
Low Price/Sq Ft: \$50

Figures are based on closed price after adjustments, and rounded to the nearest \$100.

Summary...

Suggested listing price would be between \$95,000 - \$100,000 due to the current condition of the home.

Both the interior and exterior of home are in need of repairs. Home would be considered in Fair condition.

Home does have a tiled kitchen with new cabinets and dining area is tiled as well. Livingroom has built-ins and hardwood floors. Garage is a 3 story garage in the rear of the yard. Exterior of the home is in need of repair to the porch, eaves show rotten wood and chipping paint. Interior of home is in need of updating.

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The Benefits of Using a Professional REALTOR®

This page outlines the benefits of using a professional REALTOR® to sell your property.

You'll experience a wide variety of benefits when you hire a real estate professional. Successfully selling a property is a complicated exercise, and REALTORS® have the experience, resources and contacts to complete your sale quickly and smoothly.

Pricing

A REALTOR® will help you determine the selling price of your property at a level that accurately reflects its value in current market conditions and will not cost you missed opportunities.

Marketing

A REALTOR® will have many useful suggestions on ways to improve the marketability of your property, including cosmetic repairs and other items that will create a favorable impression among buyers.

Your property will enjoy a wider exposure among buyers when you use a REALTOR®. In addition to using flyers and organizing open house days, a REALTOR®'s extensive contact list of former clients, newly qualified buyers and other industry professionals can significantly reduce the time your property is on the market.

A REALTOR® will also allow you to tap into a highly productive and extensive industry network, such as a Multiple Listing Service or other industry marketing system.

Advertising your property efficiently is another area where a REALTOR® can play an important role. A REALTOR®'s experience in deciding on the most appropriate type and frequency of advertising for your property can be invaluable. For example, placing too many ads can create the impression that there may be something wrong with the property or that the seller is desperate.

Security

Security is a major consideration when showing your home. By using a REALTOR®, you can rest assured that all showings will be pre-screened and supervised.

Negotiating

When negotiating a purchase, most buyers prefer to deal with a middleperson who is objective, unemotional and professional. Buyers will often feel more comfortable with a REALTOR® than with the owner when they want to raise issues that need resolving before making an offer.

Monitoring, Renegotiating, Closing or Settling

A REALTOR® will guide you through the minefield of potential problems associated with the appraisal, inspection and financing process, including the often complicated escrow instructions. In addition, your agent can meet and instruct any specialists or tradespeople who may be required for repairs or other issues that need to be completed before closing.



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Steps to a Positive Showing

This page describes the key steps to making for a positive showing of your property.

You only get one opportunity to make a good impression, so you want to make it count. By following these guidelines, you'll enhance the attractiveness of your property and reduce the time it takes to generate serious offers.

First Impressions

How your property appears from the outside is important. To make a good first impression on a buyer, a clean driveway, a freshly mown lawn or a trimmed hedge will work wonders.

Do a critical inspection of the exterior of your property, paying special attention to the condition of your windows, shutters, screens and gutters. One of the first things a buyer will notice is the need for painting. If your property looks like it needs painting, many buyers will form an unfavorable impression. Elsewhere, little things count. Make sure the front door is spotless, including the doorknob, and that the windows gleam.

Cleanliness Counts

Once inside your property, one of the key factors that influences its appeal to a buyer is cleanliness. Most important is front hallway, the kitchen and the bathrooms. Do a room-by-room cleaning, and don't forget any out-of-sight areas because that's often where a discriminating buyer will look first.

The state of the carpets can also be a determining factor. At the very least, have your carpets cleaned, and if they are worn, it's wise to replace them, or remove them if there is hardwood underneath.

Less is More

Clutter makes a poor impression. In closets, cabinets, kitchen countertops and other storage areas like basements, remove anything not needed for daily housekeeping. To make each room in your property look larger, get rid of or donate unnecessary furniture. Walk through your property and think: "Less is more."

Repairs

Make sure everything is in good working order. Dripping faucets, squeaky steps and loose doorknobs can easily create a bad impression and reduce the value of your property. A few hours spent on repairs, whether by yourself or a tradesman, can pay big dividends when an offer is made.

Little Things Count

It's easy to improve the appearance of any room. You may want to replace worn rugs or small pillows, put new towels in the bathroom or brighten up a room with a vase of flowers.

Pull Together

Get all the members of your household to pull together when it comes to getting – and keeping – your property ready to view. By getting everyone into the habit of spending a few minutes tidying up every morning for an afternoon showing, you improve your chances considerably.

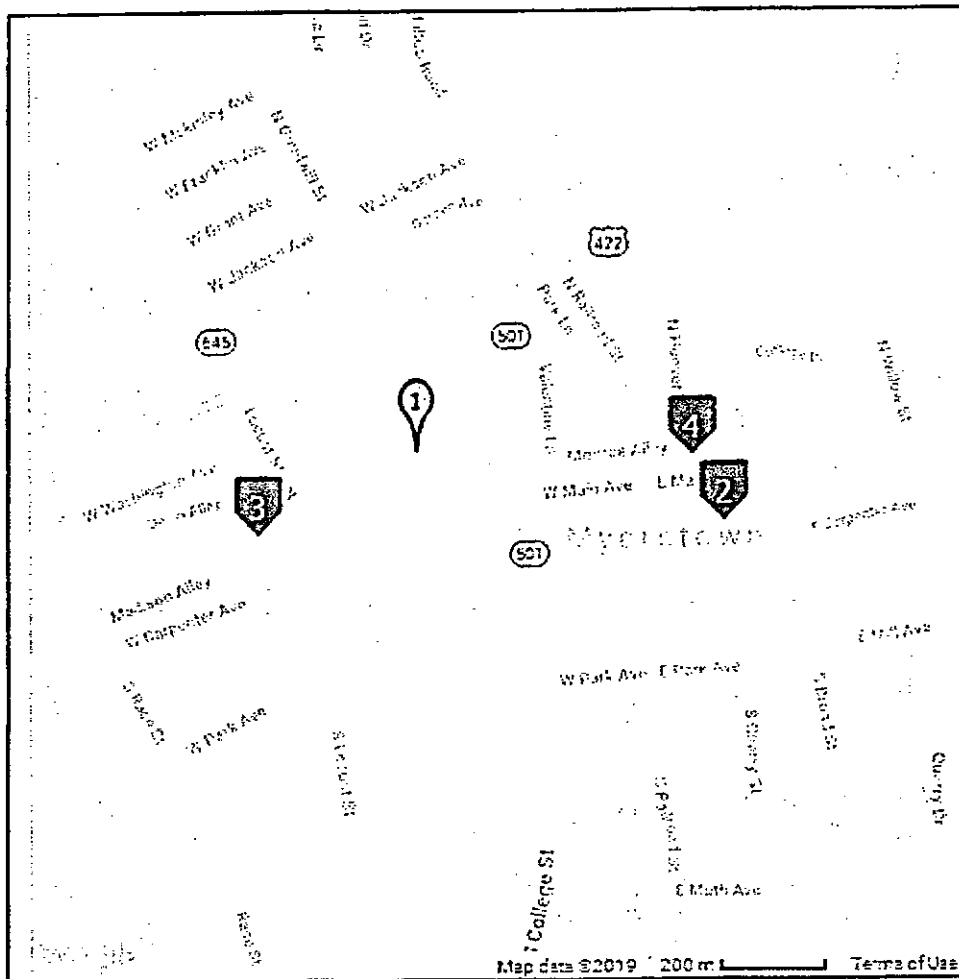




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CMA Map

This page displays the Map for the CMA Subject and your comparables.



- 1 136 W Washington Ave
- 2 13 S Cherry St
- 3 312 W Main Ave
- 4 29 E Main Ave